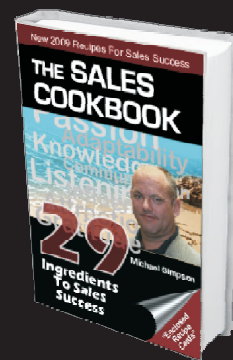


SALES SUCCESS 360°



29 Incredible Topics..... 29 Reasons to Succeed

Sales Success 360° - Our 29 week program designed to focus on one ingredient per week. This is the ultimate long term solution to invigorating your sales force while creating a natural positive environment.

Behavioral Selling Skills That Make Sales Professionals.

In sales, from time to time we develop bad habits. We take short cuts. As we get to know more about our products we talk more and listen less. We forget about the small ingredients that made us good in the first place. Our sales training is highly sought after because we get back to the basics and then individually build each sales professional into a unique entity based on their particular personality.

What are the objectives of Behavioral Selling Skills?

While "Strategic Selling" centers on the benefits of taking a structured approach to selling, "Behavioral Selling Skills" focuses on the interpersonal relationships between salespeople and their customers and the disciplines required to operate as a true professional. Using our 29 ingredients to sales success enables you to identify your natural and adapted behavioral styles and use this knowledge to your advantage in sales relationships

Rather than teach "hints and tips" our training and workshops focus on the natural skills and ingredients that are common to the world's best salespeople. Skills such as:

- Adapting to different sales situations
- How to use and read body language
- Developing superb communication and listening skills
- Building credibility and being truly unique by asking intelligent, professional questions
- Focusing purely on the issues of the prospect
- Using just the right amount of knowledge
- Marketing and self promotion
- Overcoming and eliminating negativity
- Presenting in a persuasive and engaging way
- Mastering your own natural sales style!

The 29 Ingredients to Sales Success!

1. *Adaptability*
2. *Body Language*
3. *Closing*
4. *Communication*
5. *Credibility*
6. *Customer Intelligence*
7. *Filling the Bucket*
8. *Follow up*
9. *Goals*
10. *Gratitude*
11. *Knowledge*
12. *Influence*
13. *Leadership*
14. *Marketing*
15. *Master listening*
16. *Motivation*
17. *Negotiation*
18. *Networking*
19. *Objection Deflection*
20. *Passion*
21. *Presentation*
22. *Professionalism*
23. *Prospecting*
24. *Relationships*
25. *Self Promotion*
26. *Technology*
27. *Time*
28. *Trust*
29. *Value*

Sales Success Boot Camps

Make it a priority to attend at least one of our Real Boot Camps with a Real Marine. We guarantee you've never experienced anything like what goes on when fifty to two hundred phenomenal individuals come together for positive experiences in wonderfully supportive environments. Every moment is designed to bring you to higher and more rewarding levels of performance in your life out in the real world.



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